



**IBM**

**00M-602**

*IBM Banking Industry Solutions Sales Mastery Test*  
v1

**Answer:** A

**QUESTION:** 26

Where can IBM help banks?

- A. Enterprise fire risk management systems
- B. Enterprise employee management
- C. Enterprise risk-management systems
- D. Enterprise time-management systems

**Answer:** C

**QUESTION:** 27

What is SWIFT Net?

- A. A financial transaction network
- B. A financial messaging network
- C. A financial transit network
- D. A financial transport network

**Answer:** B

**QUESTION:** 28

What can you expect when approaching a framework sale (deal) with a banking customer?

- A. Long engagements that require lots of internal coordination and planning
- B. Short engagements that require being innovative
- C. Medium engagements that requires no coordination
- D. None of the above

**Answer:** A

**QUESTION:** 29

What do Bank CEOs say about the importance of IT in Banking?

- A. Banks have over-invested in technology
- B. IT has to be more stable
- C. Banks are not investing as much in technology
- D. Technology is critical as a pre-requisite, innovation required to generate value

**Answer:** D

**QUESTION:** 30

What is one of the main issues for the banking industry?

- A. Loss of international cooperation between bank
- B. Loss of consumer trust and confidence in banks
- C. Loss of integrated systems within the bank
- D. None of the above

**Answer:** C

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